

PITTSBURGH BLIND ASSOCIATION

1977 ANNUAL REPORT

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President's Letter



Referring to the building program in the 1976 annual report, Jim Sinnott said that "by year's end, we lacked only \$235,000 to reach the original goal of \$4.8 million." One year later, we are happy to report that we have reached that goal; construction and renovation have been completed and we are well on our way to making Pittsburgh Blind Association one of the finest and most comprehensive agencies serving blind persons in the country.

The building campaign, under Cliff Sands' capable direction, came to a very satisfactory conclusion in June when a second gift from the Mellon Foundation enabled the Association to qualify for the \$100,000 pledged as final monies by the Kresge Foundation. Of the total amount raised, 95% had come from individuals and the business and financial community of Allegheny County — a fine testimonial to the generosity of our friends and neighbors.

The remaining construction of our new building, and renovation of the old, also moved rapidly. By April, everything was ready for dedication, which the Board of Directors, agency employees and staff had planned as a community observance. On April 19, nearly 400 persons — workers, staff, board, volunteers, contributors, repre-

sentatives of other agencies, government, business and foundations — gathered in the dining room for the ceremony which officially opened the new facility. Secretary of Public Welfare Frank S. Beal, as main speaker, saluted Pittsburgh Blind Association's leadership in the field of work on behalf of blind persons and urged us to persevere in our efforts to improve the lives and broaden opportunities of the visually impaired persons we serve. What a day that was . . . so many worked so hard and so long to see it come to pass!

Immediately following dedication, we said a reluctant farewell to Marcella Goldberg as executive director. She had provided the expertise, enthusiasm and leadership which was needed to bring the Association to this milestone. As her successor, Dennis J. Huber, assumed the executive directorship, implementation of the new programs and expansion of others had already begun. By December, the number of blind persons at work had grown steadily, the staff had nearly doubled and the entire agency was functioning in its new environment.

The death of Murray F. McCaslin, M.D., who had served as chairman and member of the Medical Advisory Committee for many years, was a severe loss to the agency. He had provided invaluable advice and counsel in the development of prevention of blindness programs such as the mass glaucoma screenings, the vision screening of children and the establishment of programs to aid persons with limited vision.

At the annual meeting, held in September, I succeeded James Sinnott who, as president, had served during six of the Association's more progressive and productive years and who had given unstintingly of himself in furthering the work of the agency in the process. In addition, the normal rotation of board members was resumed. Those who had agreed to remain on the board

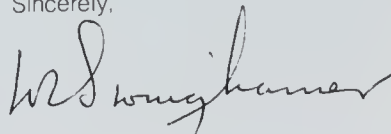
until completion of the building program were elected to the voting membership of the Association and new board members — Mrs. Goldberg, Donald E. James, Richard Jenkins, Paul Williams and Mrs. C. Benjamin Ramsdell, president of the Women's Auxiliary — were elected to replace them. Later in the year, Laurence V. Lubin and Jack A. Valoon also joined the board. William Witte, a member since 1952, was elected to the Honorary Board. He had served diligently and with dedication as chairman of many committees and as president of both Pittsburgh Blind Association and Pennsylvania Association for the Blind, Inc.

Now, as we conclude the first complete year in the new facility, we are proud of the accomplishments made in a relatively short period of time. We are especially pleased with the progress made by the new Rehabilitation Services Division through which many visually impaired persons have already been given the vocational assistance that will help them to live most satisfactory lives.

With the completion of the building program, we are now addressing ourselves to increasing our financial base to insure continued successful operation of all agency programs. We had planned that our operating costs would increase but we did not anticipate the full effect of inflation and energy costs.

The Board of Directors and staff of Pittsburgh Blind Association are happy to present a summary of its services for 1977.

Sincerely,



W. C. Swinghamer
President
Board of Directors

Executive Director's Report



1977 was a pivotal year in Pittsburgh Blind Association's long and impressive history. The building renovations were completed by early spring and employees began to settle into the new facility.

After the official dedication ceremony in April, 1977, we began the difficult but exciting task of implementing the many new programs envisioned by the Board, employees and clientele. Key vacancies were filled and each agency division — Rehabilitation, Social Services, and Workshop — continued efforts to increase services to consumers.

In its second year of operation, the Rehabilitation Services Division continued to grow, serving persons in Personal Work Adjustment Training, Orientation and Mobility, Rehabilitation Teaching and Placement. With the addition of a trained mobility instructor to the Rehabilitation Service staff, we were able to provide a complete range of services to blind persons involved in our programs. Sighted staff also bene-

fited from training sessions in sensory awareness, orientation and guiding techniques that were conducted by the Rehabilitation Division.

Personal and Work Adjustment Training was expanded to include a wider range of activities; a very successful project involved the use of job training sites at various businesses in the area. Transitional employment — as it was called — permitted trainees to enhance their employability while receiving agency support. However, training and support are meaningless without efforts to place blind persons in suitable employment. PBA's Placement Specialist was very successful in directing blind persons toward realistic goals, as well as educating the business community to the positive aspects of employing blind individuals.

The concept of comprehensive services to blind and visually handicapped persons received impetus with the opening of our Developmental Center. This program offered an opportunity, previously unavailable, for personal and pre-vocational development to multi-handicapped blind persons with highly individualized programs geared to their specific needs.

The Social Services Division continued to provide quality services to even greater numbers of blind and visually handicapped persons. Recreational activities, utilizing the new area developed for this purpose, provided stimulating projects for various groups; groups not directly related to PBA's program also used the recreation area and opened their programs to blind individuals.

A cooperative project with the Western Pennsylvania School for Blind Children was developed, with a social

worker from PBA's staff working full-time with parents of multi-handicapped youngsters who participate in the School's program.

Another important program, Medical Services, expanded with the employment of a nurse who devoted efforts to increasing safety awareness as well as treatment of emergency cases.

The Workshop Division enjoyed another banner year with sales of over one million dollars, while providing training and employment to greater numbers of blind persons. With the assistance of city and county programs, PBA was able to add new employees in crucial staff areas; improved efficiency of operations resulted.

New contracts in the textile and sub-contract departments, the initiation of in-house telephone sales, and different approaches to marketing of Skillcraft products were major highlights of the year in this Division.

As you review information about the various programs, you will sense the vitality that characterizes PBA. However, this would not be possible without the solid foundation of support that was provided by dedicated volunteers and staff.

The Board of Directors continued to function at the same level of activity that characterized the successful campaign. Their support and suggestions were most welcome during this period of administrative transition. Staff also continued to function with a high level of professional competence.

We at PBA are pleased with our progress and we welcome the challenges of the future.

Social Services

For Social Services, completion of the new facility was a very welcome signal to begin in earnest the long planned expansion of services and the introduction of new programs. These, combined with the provision of continuing direct services for 2,318 individuals and prevention of blindness activities for 13,309 others, made 1977 the busiest year ever for the division. Financed in large measure by the United Way of Allegheny County, the services provide the assistance needed by children and adults in their efforts to cope with visual impairment while striving to attain their highest potential.

Some personnel changes during a given period are normal in most organizations and Pittsburgh Blind Association in this respect is no exception. In early 1977, Harold J. Dom, an experienced administrator, was appointed to succeed Dennis J. Huber as director of Social Services. He also assumed the additional duties of casework supervision. An additional caseworker was employed to staff a special project involving students in the lower grades at Western Pennsylvania School for Blind Children. Vacancies in other areas — recreation, adapted aids and appliances, and clerical — were filled from within the agency whenever possible.

Approval of the new contract for funding of the Supportive Services program under Title XX added a second driver-escort and a rehabilitation teacher for the new life skills education component. These changes and the steady growth in the numbers of persons served were tacit recognition of the tremendous value which the program has proved to be for blind and visually handicapped clients.

Close attention was given to activities to increase awareness and understanding of agency staff as a whole. With input provided by an education committee of representatives from each of the three divisions, a number of specially developed programs were generated for inservice training. An orientation program for new staff was formalized and launched and cooperation among the divisions was restructured to provide smooth operation and transition for clients requiring a multiplicity of services. In addition, staff members attended seminars and classes to stimulate professional knowledge and skills.

Efforts were intensified through the community education program to reach new segments of the community and to develop and expand Pittsburgh Blind Association's role as an educational and consultation resource for other agencies and institutions. One such program — the Glaucoma Alert project held in September — was designed to permit participation by persons located in areas not easily accessible to health facilities.

A valuable project — providing field placement opportunities for students interested in working with visually handicapped persons — became a reality with the availability of adequate office space. The first student, a senior in the undergraduate social work program at the University of Pittsburgh, began work in September and plans for placements from graduate social work programs were scheduled for implementation early in the new year.



Casework

Casework services at Pittsburgh Blind Association are geared toward assisting persons in resolving specific difficulties related to vision problems. In 1977, they were extended to 424 persons with an average of 180 home and office interviews being scheduled per month. Many of those counseled were family members who required help in developing a degree of understanding and acceptance of the member with a visual handicap. In many cases, the casework was combined with other Social Services — particularly adapted aids and appliances service and recreation, intra-agency referral for Rehabilitation Services and/or Workshop employment.

The continuing cooperation between the Association and the Western Pennsylvania School for Blind Children took on a new dimension with the addition of a caseworker to the agency staff who is stationed at the school. In providing counseling and general casework services, she serves as a liaison between the families and the school, coordinates the team approach to problems and encourages parental involvement. Casework services also are provided in the areas of adjustment and recreation for older students at the school.

At the same time, casework services are provided for youngsters enrolled in the city schools. For them, the caseworker assumes an advocacy role to interpret the emotional implications of visual handicaps to students, parents and school authorities.

The casework staff also provides counseling for trainees in the Personal and Work Adjustment training program, primarily in the coordination of Workshop placement.

In working with specific segments of the population — children, families, older persons and those with low vision, the casework staff fills requests for service which range from information about visual problems to intensive counseling and client advocacy. The development of supportive relationships with those requesting service proves helpful in both crisis and long term situations.

Elderly persons who require much support and guidance as a result of their loss of sight have found the casework services to be a source of hope in an otherwise depressing existence. Many senior citizens who have known only loneliness have been helped into agency activities and directed toward more independence.

For the third consecutive year, in 1977, parents and casework staff planned a Christmas party for visually handicapped children and their brothers and sisters. A total of 40 children watched a children's theatre troupe, played games, were visited by Santa and had a most enjoyable day.

Supportive Services

The supportive services program which includes chore assistance, transportation, housing services, socialization/recreation and life skills education service, has maintained its popularity among blind clients. Statistics for the program, funded by the Pennsylvania Department of Public Welfare, are very impressive. More than 4,000 hours of home improvement and chore services were provided for 147 persons while the total number of requests for transportation jumped from 1,824 in 1976 to 5,648 in 1977. Of the total 651 persons involved, nearly half requested help in keeping medical and other personal appointments and to do necessary shopping. The remainder were persons living in outlying areas of the county who required transportation to Pittsburgh Blind Association for socialization/recreation services.

Delivery of the special sub-channel radio receivers was another welcome part of the supportive services program. By the end of 1977, over 600 persons in Allegheny County were using and enjoying the receivers as a

method of keeping up with the news and other information, normally available only in print, which is broadcast by the Golden Triangle Radio Information Center.

Approval of the new contract, effective July 1, was further recognition of the tremendous value of the program to those served. The addition of a second driver-escort and van enabled eligible clients to attend Beacon Lodge Camp for the Blind, to participate in bowling tournaments, to donate blood to Central Blood Bank and to expand shopping opportunities. More field trips were added for recreation participants and a messenger service for client employees was initiated.

The life skills education service to provide practical training in home economics and home management for individuals and/or groups to help them carry out the activities of daily life was also added to the service under the new contract. Staffed by a trained rehabilitation teacher, the program assists eligible clients to learn new skills and/or to adapt previous knowledge to current use, either in PBA's training apartment or in their own homes.



Prevention of Blindness

Prevention of blindness, a major goal of Pittsburgh Blind Association, encompasses a wide range of activities geared to helping both individuals and the community. During 1977, the program involved 13,309 persons of all ages and included casework counseling, research, case finding and public education.

One aspect of the prevention program, that of counseling, provided help for 169 persons who are not legally blind but do have severe visual problems. Adults with chronic eye diseases required interpretation of the need for eye care or help with special family problems. Others benefitted from the assistance given through the social work component provided by the agency to the Low Vision Service at Falk Clinic.

Those with limited vision using low vision aids seemed to be on the increase during the past year. The loan system, established through the A. A. Krieger Memorial Fund, enabled many clients for whom aids have been prescribed to test utility before making a purchase. In addition, nonprescription aids, stocked initially by the adapted aids and appliances service but transferred to the infirmary late in the year, were purchased by many clients with residual vision.

Low Vision Aids Day, sponsored by the Social Services in July, drew many workshop employees and other clients as well as representatives of other agencies serving visually handicapped persons. The display and demonstration enabled them to try a variety of aids without obligation to buy.

Preschool vision screening which plays a vital role in the prevention of blindness in children continued to grow throughout Allegheny County. A

total of 30 projects were conducted by volunteers, trained and supervised by the agency. Of the 8,824 children screened for gross eye defects, 990 were rescreened and 374 children were referred to physicians for further recommendations on eye care. Reports on 307 of the youngsters showed that 20% had amblyopia; 7% had muscle difficulties; 42% needed eyeglasses and 26% had normal vision. The remainder were under observation, had future appointments or had moved. Follow-up was completed on every child.

PBA vision screeners participated in a research project comparing the Sty-car method with the Snellen E method of testing visual acuity in very young children. The project was under the direction of a University of Pittsburgh medical student and the coordinator of volunteers of PBA.

In September, Pittsburgh Blind Association coordinated a Glaucoma Alert project as part of its observance of Sight Saving Month. Free tests were given at 27 sites — hospitals, health centers, schools and shopping centers — in an effort to locate persons with undetected glaucoma. For the first time, a mass glaucoma screening held in Allegheny County was extended to non-hospital sites in order to reach persons residing in outlying areas. A total of 4,598 persons were screened by members of the Pittsburgh Ophthalmological Society and resident physicians in ophthalmology from the University of Pittsburgh School of Medicine and St. Francis Hospital. Of the total number screened, 173 were referred for elevated tension which might be symptomatic of glaucoma and 447 were referred for other eye conditions with PBA doing the follow-up.

Public education has always played a very important role in the agency's prevention of blindness program and, with the addition of a staff member to specialize in this area, it received increased emphasis in 1977.

The eye safety program introduced earlier for elementary school children was so well received that plans were developed for a similar program for junior high school students. Planning also began for an industrial eye safety program to be developed in cooperation with the Smaller Manufacturers Council.

Programs on cataract and glaucoma, eye conditions affecting elderly persons, were directed to both senior citizens and to institutions working with this segment of the population.

Pamphlets on cataracts, glaucoma and general eye care were distributed upon request to individuals and groups throughout the year. Films on prevention of blindness also were available to organizations.

Adapted Aids and Appliances Service

The adapted aids and appliances service includes the distribution of Talking Book machines and the resale of items specially adapted for use by blind and visually handicapped persons. In 1977, 720 persons used the service.

Expanded storage space and an attractive lobby display case were put to good use with the addition of new and more varieties of adapted aids and appliances. Games, autosupport canes, writing boards and signature guides were added to the canes, Braille watches, locking insulin syringes, large print telephone dials and other items previously stocked. Adapted kitchen and other household appliances, Braille writers, cutting tools, thermometers and less frequently requested items are also available.

The nonprescription low vision aids, which were stocked in the service for much of 1977, were transferred to the infirmary when that unit opened in September.

Talking Book machines, owned by the Library of Congress, are distributed by the Association to visually and physically handicapped persons. They are delivered to clients' homes where they are demonstrated and provide an excellent method of interpreting services which often leads to further agency involvement. Once an individual receives a machine and can use it, he can obtain a selection of reading materials according to his tastes from a list of more than 5,000 books and 45 magazines recorded on long play records from the Regional Library for the Visually and Physically Handicapped.

The machines were in very short supply during 1977 but referrals continued to be received. By the end of the year, 301 new users had received machines and were once again enjoying books and magazines.

Recreation

The recreation department which held its programs in the dining room while awaiting completion of the building program settled very quickly into the new quarters. The separate pantry for preparing refreshments, adequate storage for supplies and equipment and the "cozy corner" for small discussion groups, watching television, listening to music or just relaxing were welcomed with great enthusiasm.

The new room lent itself to a wide variety of activities and proved to be an excellent setting for those sponsored by other departments within the agency, such as the Science for the Blind display, low vision aids display and demonstration and as an assembly hall for large tour groups. It was also made available to certain community groups — the Therapeutic Recreation Department of Children's Hospital and Blind Outdoor Leisure Development, for example.

A total of 238 blind and visually handicapped persons participated in recreation activities held by PBA during 1977. The majority of these were regular participants in agency based programs. Others were new persons who, encouraged by the caseworkers, came to learn new skills or adaptations of old skills which would permit them to rejoin sighted friends in familiar surroundings.

The addition of a second driver-escort and van to the supportive services program also was very helpful to persons interested in PBA recreation programs. With cooperative advance planning between the two units, many who live in outlying areas were able to get involved for the first time. Small groups visited many local points of interest, such as the Greater Pittsburgh Airport and Three Rivers Stadium Sports Hall of Fame. Others ranged further afield to the grist mill at St. Vincent's College, Hartwood Acres and Laurel Caverns. Still others went shopping at the Monroeville Mall, to the



blind bowlers' tournament in Erie and to Beacon Lodge Camp for the Blind for vacation.

Cards, golden age club, bowling, crafts and knitting classes, and a film series were included in the monthly activities calendar. Such events as picnics, parties and dances were held periodically.

The Visually Impaired Club, composed of retired business and professional men and women, continued to broaden its interests. Agency staff members were invited to present programs on adapted aids and appliances, low vision aids and mobility. The club toured the new facility, invited a speaker from the Pittsburgh Department of Public Works to discuss improved safety at street intersections and held a birthday party.

The Adventurers, many of whom are employed in the Workshop, used the recreation department as home base but planned their own activities. During 1977, they did such varied things as hold a dinner-theatre party to see "Star Wars", decorated the recreation department Christmas tree, heard a speaker on "Wills, civil rights and consumerism," and held hoagie and bake sales.

Large print, Braille and telephone tape are used to disseminate information about recreation and other subjects of interest to clients. The *Recreation News* is distributed to more than 600 persons in large print while another 90 receive their copies in Braille. The telephone tape — Tape Tips — is recorded at intervals throughout the week and carries information on grocery and department store sales, television specials, and community entertainment in addition to PBA recreation programs. The Talking Gazette, broadcast by the Golden Triangle Radio Information Center, is another source of information for visually handicapped persons eligible for the special sub-channel radio receivers and carries PBA news.

Community Education

When the community education program was launched as a new service, it was in anticipation that a variety of activities would be generated to increase awareness of agency services in the community and to assess feedback from particular segments of the population for meeting long range needs which related to persons with visual impairments. Results far exceeded expectations.

The first major program, "The Eyes Have It" — an eye safety program for elementary school children was used in 68 schools and reached 11,000 youngsters by the end of 1977 and planning was underway for a similar program for junior high school students using the film, "An Option To See."

A program developed several years before to provide inservice training for hospital and nursing home personnel was updated and used for 11 nursing homes with 183 staff members.

Many programs on cataract, glaucoma and general eye care were presented to senior citizens organizations and to groups of senior companions sponsored by Adult Services. Other programs on the services of the Association and on blindness were given for Social Security Administration, Vintage, Inc., and Highland Park Center staffs, service clubs, students at all levels of education and youth groups.

The coordinator organized and conducted tours for visitors to the agency — large numbers of whom came during Dedication Week and for Volunteer Recognition Day. She assisted in preparation of materials and training of volunteers for the glaucoma alert program and organized, coordinated and conducted a workshop for staff of John J. Kane Hospital to acquaint them with agency services and resources.

Organization of an orientation program for new agency staff and volunteers and making arrangements for speakers and programs, in cooperation with the intra-agency education committee, also were included in community education services.

In addition to other duties, the coordinator joined the adjunct staff of the Health Education Center, participated in the Eye Symposium held by St. Clair Memorial Hospital, attended the American Association of Workers for the Blind meeting on diabetes and vision problems and the Pennsylvania Public Health Association conference. She also appeared on radio programs dealing with the glaucoma alert and Sight Saving Month.

Cafeteria

The average number of meals served in the cafeteria rose to more than 1,800 per month during the past year. As the work force grew, a more varied menu was adopted and additional equipment and spacing of lunch periods helped to speed customer service. Both blind workers and visually handicapped persons living in the neighborhood found the room an attractive place for breakfast and lunch.

More use of the cafeteria was encouraged with the installation of a bulletin board, soft drink dispenser and produce stand. The room served as a temporary home for many recreation activities until the recreation area was completed, and as an auditorium for dedication ceremonies for the building.

The cafeteria was designated as a training site for both the personal and work adjustment program and the school work experience for students. Two persons received training as counter workers and one trainee and two students were provided with training as kitchen aides.

Rehabilitation Services

Inaugurated as PBA's newest department in mid-1976 and funded by the Office for the Visually Handicapped, the Rehabilitation Services grew rapidly during 1977 as new services and staff were added. Innovative programs, several of them in cooperation with other agency departments, proliferated in the effort to provide the specialized assistance needed by visually handicapped persons to reach vocational goals.

Individually tailored programs for personal and work adjustment, specific occupational experience, concentration on job placement for qualified persons and pre-vocational training for those with other handicaps in addition to blindness all received close attention. The role of PBA as a consultant to other institutions and agencies, a long established one, gained new impetus with the addition of rehabilitation specialists to the staff. At the same time, programs to increase the awareness and knowledge of other agency personnel were introduced on an experimental basis.

One of these — a day-long display and demonstration of specially adapted devices produced by Science for the Blind, attracted many persons from the Association, clients and representatives of other agencies. A program for staff members began near the end of the year as inservice training and received such favorable response that others were planned.

Personal and Work Adjustment

The personal and work adjustment service, under the supervision of the training coordinator/work evaluator and in cooperation with the Social Services, moved quickly to establish areas in which clients might gain work experience. Such experience, coupled with proper use of orientation and mobility skills and rehabilitation teaching, is designed to help visually handicapped persons become independent and self

sustaining members of the community. One of the more unusual training situations is a produce stand, located in the agency. The stand, which had been tested for a short period during the previous year, permits employees to buy fresh fruit and vegetables while the trainee-operator gains valuable experience in the selection and sale of merchandise. By year's end, blind persons had been trained to use telephone switchboard, in building and kitchen maintenance, as an evaluation aide in the developmental center as well as in the broom shop, textile and subcontract areas of the Workshop.

Occupational training or transitional employment through extended work experience at other specific job sites which may lead to competitive employment was used by several of the trainees. Three of the persons assigned to transitional employment so impressed the sponsoring companies that they were given permanent employment. Sites were developed in cooperation with the Pittsburgh Home for Crippled Children, the Salvation Army in both building maintenance and child care, the Forbes Health System and Westinghouse Electric Corporation.

Orientation and Mobility

Orientation and mobility, a new service, was introduced into the Rehabilitation Services program in June and provided 40 persons with basic instruction, supervised practice and/or situational community orientation as part of rehabilitation plans. Designed to assist visually handicapped persons regain freedom of movement, the orientation and mobility plans also take into consideration the particular needs of the individual, the amount of visual loss and the presence of other handicaps.

PBA's orientation and mobility specialist has been involved with other agency staff in providing inservice training and in community contacts with other facilities which serve the visually handicapped, particularly the elderly. While emphasis has been placed on training in orientation and mobility for those persons seeking vocational goals, the mechanism for providing consultation and referral information have been established and will expand community involvement.



Rehabilitation Teaching

Rehabilitation teaching by specialists is an important factor in helping individuals adjust to the limitations of decreasing vision or blindness. At PBA, such teaching is offered in conjunction with other services, usually as part of a comprehensive plan of rehabilitation. Frequently, the teaching is done in the client's home and can involve relatively simple instruction in the dialing of a telephone, use of a signature guide, adjustment of a stove so that the person or food is not burned or handicrafts to increase tactile skills.

More extensive programs, such as cooking, homemaking and home mechanics, have been moved, for the most part, into the fully equipped model apartment which was incorporated into the new facility. Newly acquired skills or adaptations of old ones then are transferred to the client's home environment with follow-up as needed.

Basic education services and communications skills — Braille, typing, the use of the Optacon and/or tape recorder — are provided by the teachers when required and relevant to assist the client toward independent living and/or direct vocational aid.

In addition to providing individualized instruction for 118 persons during 1977, the teachers participated in a weekly radio program on rehabilitation carried on the special radio channel. Topics covered included the use of cosmetics, labeling of possessions, gift wrapping, kitchen gadgets and mobility. Instruction in knitting and crochet for a class of visually handicapped women was also offered on a weekly basis.

Pittsburgh Blind Association was able to participate in the training of rehabilitation teachers for the first time during 1977. A student intern was given on the job training during the summer months and the experience proved beneficial to both the student and the agency.

Developmental Center

The center, designed to deal specifically with the needs of multi-handicapped persons, enrolled its first clients in mid-summer. By year's end, a complete program of services, including basic education, home economics and maintenance, mobility, social and work skills, recreation and counseling, had been developed and was using intra-agency resources.

Trainees, in addition to the fundamental services offered in the center, have an opportunity to enter the work environment and receive pre-vocational guidance. During 1977, trainees completed a contract for the assembly of ballpoint pens and manufactured several gift items for sale through agency outlets during the holiday season.



Job Development



Job development services which seek opportunities for qualified blind and visually handicapped persons in competitive employment, were expanded and resulted in placement for 23 persons in a variety of positions such as receptionist-switchboard operator, janitor, teacher's aide, computer programmer and mail clerk.

The job development specialist assists the clients to develop their own vocational goals and employment leads. Many more clients will be placed in appropriate situations as employers and the community are made aware of the potential of the qualified visually impaired individual.

School-Work Experience

The school-work experience — providing an opportunity to students of the Western Pennsylvania School for Blind Children to earn while learning — continued to be a valuable and rewarding program. Sixteen youngsters received a chance to learn work skills and adaptations in an employment situation.

Workshop

Completion of the building, relocation of departments, development of new and expansion of old programs, training of new staff and a myriad of other activities made the Workshop a very busy place throughout 1977.

The final relocation of all departments within the new and renovated sections of the building without any interruption in production and services was a major accomplishment and a tribute to the foresight and planning of personnel charged with the responsibility.

Employment reached the highest figure in more than a decade with 61 persons at work on a permanent basis and another 19 in training programs. These 80 blind persons worked a total of 78,940 hours and received \$174,859 in wages. In addition, 16 students from Western Pennsylvania School for Blind Children received work study experience in various areas of the Workshop.

The opening of the telephone sales room, a long planned expansion of the retail sales program, took place in April. It provided employment for both blind and sighted salespersons and, indirectly, began to generate additional work opportunities in other departments.

A sales/marketing program to develop new sales strategies and creative concepts of marketing; a standard cost program to update routing, bills of materials, and costs of products, and a new products development program were initiated during the year and staffed under the CETA agreement with Allegheny County.

Sizable new contracts in both textile and contract departments and a continuing shortage of skilled labor in the broom department necessitated a search for additional blind workers. Temporary help and blind college students alleviated some of the labor problem but additional workers were still being sought at year's end.

Problems encountered by the shipping department were eased by the use of temporary help to expedite delivery of retail orders and by the acquisition of a new delivery truck to replace one which had begun to require frequent repairs.

As 1977 ended, the entire Workshop was very busy; the backlog of orders was being reduced and the new programs were progressing satisfactorily.

Broom Department

The broom department had been relocated late in the previous year without any loss of production time.

New equipment — a stitcher, nailing machine for metal cased brooms and a large capacity compressor — were installed and put into operation.

In addition, the number of Lions clubs holding spring and fall broom sales increased substantially and some long sought contracts for janitorial brooms finally were secured.

Sales continued to increase, the demand for brooms and mops began to outstrip production and put increased pressure on the department — already hampered by a continuing lack of inventory and a shortage of trained broom workers.



Contract Department

The department grew rapidly in size and number of persons at work during 1977 when several new contracts for assembly and packaging were secured. Much of the increased space which became available at the completion of the building was put into use for the stringing of tags and packaging of holiday ribbon decorations. To maintain production, a number of blind persons were hired on a temporary basis and summer employment was provided for blind college students.

Packaging of diet kits for local hospitals, range repair kits and a holiday wreath bow continued to provide regular employment. Other contracts were completed on a sporadic basis for local firms.

The department also served as a training site for 9 persons in the personal and work adjustment program and for 16 students in the school work experience.



Textile Department

The department moved to its permanent location in mid-February. The workers, thoroughly pleased with the spacious well-lighted area, quickly resumed production on the contracts for federal and state governments and on the output of Skilcraft products which would keep them busy through 1977.

Although the number of food handler aprons and pillowcases required to fill federal contracts had declined, an order for nonpneumatic tourniquets took up some of the slack. The tourniquets were the type which had been made by the thousands during the Vietnam conflict but on which production had been halted in 1968. By year's end, the department had shipped more than 33,000 aprons, 93,000 pillowcases and nearly 16,000 tourniquets.

Several new machines — a five-thread serger, blind stitch machine for

hems, buttonholer and button machine — gave the department added capability in competing for a wider variety of contracts. They were particularly helpful in completing the orders for women's dresses and slacks and men's trousers allocated to PBA by Pennsylvania Industries for the Blind and Handicapped.

Orders for bath towels, face cloths and bed sheets for institutions also were completed. The manufacture of surgical wraps for local hospitals was begun on a regular basis and adult bibs were made for use by an area Veteran's Administration Hospital.

One former machine operator returned to work during the year and several other visually handicapped persons alternated, as needed, between the textile and contract areas to help maintain production schedules.

Blind Worker of the Year



Olga Gabor, assembler in PBA's contract department, was the 1977 Blind Worker of the Year. A former postal worker, she has been employed in the Workshop since 1972. Mrs. Gabor received a certificate of merit and a \$25 United States Savings Bond at the Spring Dinner in May.



Retail Sales

The retail sales program for many years has been conducted by persons working by telephone from their own homes or on door to door sales crews. Early in 1977, these methods were supplemented by the installation of a telephone sales room in the new facility. The room was designed to employ a maximum of 16 persons under the direction of a supervisor.

Basically, the method of operation remains the same as had been used by previous salespersons — calling as if they were moving door to door, street by street, within an assigned territory. In the new setup, the supervisor assumed responsibility for transmitting orders to the sales office from which processing is completed and delivery personnel dispatched. By the middle of April, ten salespersons, blind and sighted, were at work in the sales room, selling approximately \$2,000 worth of Skilcraft products per week. They worked an average of 32 hours per week, with the supervisor establishing quotas and offering incentives to stimulate interest and sales.

Soon after the new sales program was launched, a critical shortage of delivery people developed as a result of the rising costs of operating automobiles and PBA had to resort to the use of a commercial delivery service on a temporary basis to handle the increased volume. By year's end, however, the problem was well on the way to resolution.

A "Phone Power" session for veteran and prospective telephone salespersons was held by a representative of Bell Telephone Company and a large number of new blind-made products were added to the program in an effort to increase sales of the augmented sales force.



Sales

1977 was another banner year for sales of products and services at PBA. A record of \$1,042,200, an increase of 1% over the previous year, was the total for the fiscal period ending December 31, 1977. Club, contract and retail

sales showed substantial growth of 10 to 48%. Changes in the retail sales program increased its totals by 36%. Fluctuations in the economy were reflected by the 25% drop in federal government sales.

A comparison of sales for the years 1975-77 shows:

Type of Sales	1977	1976	1975
Branches	\$ 58,565	\$ 62,775	\$ 54,353
Clubs	135,889	122,291	116,931
Contract	112,333	75,323	88,555
Federal Government	175,125	218,718	249,737
Retail	177,135	137,665	160,800
State Government	106,769	120,482	82,083
Wholesale	276,384	294,071	259,362
	<u>\$1,042,200</u>	<u>\$1,031,325</u>	<u>\$1,011,821</u>

Public Relations and Volunteer Service

The activities of the public relations department are designed to inform the public about the work and goals of PBA and to promote agency programs and services. Publication of newsletters and an annual report, the use of all media, distribution of pamphlets on blindness and its prevention, maintenance of a speakers' bureau and film library, and tours of the facility are included in the department's responsibilities.

During 1977, the department was deeply involved in such major activities as the dedication of the building, publicizing Mrs. Goldberg's retirement and Mr. Huber's appointment and the Glaucoma Alert project.

Development of an agency brochure, invitations, programs, press kit, special articles and displays were coordinated to generate the maximum coverage by the media merited by the dedication of the comprehensive facility. The press preview, attended by newspaper and television reporters, resulted in several features in both mediums. Spot announcements, specials and news coverage on radio and television also were used to invite the public to visit the Association.

Upon her retirement, Mrs. Goldberg was the subject for newspaper features and a profile in the *SEER*, published by Pennsylvania Association for the Blind, Inc. News releases on her retirement and Mr. Huber's appointment appeared in community newspapers and specialized publications.

An ad hoc committee drawn from community organizations assisted with publicity for the Glaucoma Alert project held in September. Television and radio programs, spot announcements on radio, television and cable television, posters and newspaper releases

— supplemented by those prepared by hospital public relations personnel — urged the public to participate.

The use of radio and television increased substantially during the year. In addition to the activities already mentioned, radio time was used for publicizing the supportive services, vision screening and Rehabilitation Services. Spot announcements were broadcast on Sight Saving Month and fireworks accident prevention. One television station covered the tea held by the Women's Auxiliary in connection with the furnishing of the model apartment for rehabilitation teaching for its news broadcasts. Short news features were originated by KDKA-TV on such subjects as the difficulties encountered by blind persons during a transit strike, implementation of new traffic regulations — particularly the right turn on red — and on the state budget impasse.

News releases on the election of new officers and members of the Board of Directors and on the workshop's search for additional visually handicapped employees were widely used.

Participation in United Way public relations activities and cooperation with its staff were at a high level. Groups of campaign solicitors toured the facility, with articles in several employee publications resulting from the visits. In addition, 55 loaned executives from United Way firms were agency guests for luncheon and a tour and resulted in favorable mention in a daily newspaper story. Several clients of PBA were featured in the 1977 campaign film.

Reciprocally, the United Way staff supplemented agency staff for the press preview before dedication and were on hand to help during the celebration as well. The United Way also designed and distributed more than half of the posters promoting the Glaucoma Alert project.

In support of the Building Fund Raising Committee's efforts, the public relations department coordinated an update mailing, a final appeal flyer and prepared releases on the Kresge and Mellon foundation grants.

At the beginning of the year, a new internal newsletter the *Insider*, was inaugurated to keep employees informed about the agency. Reporters representing every department were invited to collect materials to be published in large type and Braille. The publication was well received. At the same time, the external newsletter the *Reflector* was changed from a monthly to a bi-monthly publication.

The director of public relations served as chairman of publications for the United Way Public Relations Committee for 1977 and continued participation in pertinent professional organizations and activities.

The volunteer service is an integral part of the public relations department and serves as liaison between the agency and the Women's Auxiliary. All volunteer activities are coordinated through the service whether performed by individuals, community groups or the Auxiliary.

During 1977, in response to increasing numbers of requests for volunteer assistance, a formal orientation program for volunteers was developed in cooperation with the community education unit. A new volunteer handbook was printed and incorporated into the program.

A total of 53 volunteers were assigned to fill 93 requests from visually handicapped or blind persons. Most of the requests were for readers but PBA also provided drivers, assistance with clerical work, job applications, civil service and college final examinations, tutoring and friendly visiting. Braille and taping requests were channeled to community groups providing those services. The Alpha Chi Omega fraternity at the University of Pittsburgh kept score for blind bowlers in the PBA league on a regular basis, aided by other volunteers during examination and vacation periods.

The expansion of services brought an increased number of requests from departments within the Association as well. Specially recruited community volunteers provided help for craft classes in the recreation department and served as aides in the developmental center. Auxiliary members served as tour guides, kept vision screening records and did other clerical work for the public relations department and volunteers service; checked supportive services and geographic files for Social Service; checked billing records for the Workshop; and did reading, taping and driving for the Rehabilitation Department. They also assisted with the Christmas party for recreation participants and hosted the vision screeners' recognition party. Council House volunteers completed mailings of invitations for dedication and newsletters; collated vision screening manuals and organized sales districts for retail sales.

The preschool vision screening program continued to be PBA's largest volunteer project and a very important element in the prevention of blindness program. Five new groups of volunteers were trained and one group reactivated during the year, bringing the number of active projects to 30. In addition, vision screening of children and adults at a Health Fair held by the Allegheny County Health Department was organized by the Association's coordinator of volunteers. More than 650 women received "E" charms, certificates or were listed on an honor roll in recognition of their vision screening activities at the party given by the Women's Auxiliary.

The coordinator of volunteers collaborated with a student in the University of Pittsburgh School of Medicine on a research project involving the use of an alternate method of vision screening of very young children. She also rewrote the vision screening manual to include information requested by volunteers recruited for the program.

In a second prevention of blindness project, the coordinator worked closely with the coordinator of community education to develop materials and a training manual for volunteers in the Glaucoma Alert project. Together, they conducted well attended sessions for coordinators of volunteers from hospitals, health centers and other areas. In addition, she recruited 16 agency volunteers to serve where needed during the Alert.

The coordinator continued to participate in the Directors of Volunteers in Agencies organization and other appropriate activities.

Medical Services

The infirmary, funded by the Allegheny County Federation of Women's Clubs, was opened in September. Staffed during working hours by a registered nurse and by a physician making regular visits, the infirmary offered routine health services and emergency care.

Low vision aids — the collection of magnifiers and other nonprescription devices — were transferred to the infirmary which had adequate space for proper demonstration.

The nurse maintained all health records and coordinated follow-up on such programs as the Glaucoma Alert project as part of her duties.



Pittsburgh Branch — Pennsylvania Association for the Blind
Fund Balances
for the Year Ended December 31, 1977

	Current Funds		Funds Functioning as Endowment
	<u>General</u>	<u>Restricted</u>	
Balance — December 31, 1976	<u>\$347,287</u>	<u>\$667,791</u>	<u>\$435,812</u>
Additions:			
Net cost for the year ended December 31, 1977	(133,553)	—	—
Gifts received	—	5,763	—
Investment income (net of security gains and losses)	—	46,983	39,896
Total Additions	<u>(133,553)</u>	<u>52,746</u>	<u>39,896</u>
Reductions:			
Expenditures from funds	—	8,628	1,743
Appropriated to other funds	—	52,372	38,051
Total Reductions	<u>—</u>	<u>61,000</u>	<u>39,794</u>
Balance — December 31, 1977	<u>\$213,734</u>	<u>\$659,537</u>	<u>\$435,914</u>

The attached notes are an integral part of this statement.

Pittsburgh Branch — Pennsylvania Association for the Blind
Fund Balance Sheets — December 31, 1977

	Current Funds		Funds Functioning as Endowment
Assets	<u>General</u>	<u>Restricted</u>	
Cash	\$ 10,245	\$ 74,746	\$ 676
Investment — short-term — at cost	—	15,000	—
Accounts receivable — net	163,398	—	—
Inventories — at cost	328,321	—	—
Prepaid expenses	511	—	—
Investments — at cost (Market value \$1,007,301)	—	467,534	521,266
Interfund receivable	<u>131,825</u>	<u>102,257</u>	<u>—</u>
Total Assets	<u>\$634,300</u>	<u>\$659,537</u>	<u>\$521,942</u>
Liabilities			
Accounts payable	\$241,222	—	—
Accrued expenses	14,837	—	—
Interfund payable	159,107	—	86,028
Deferred income	<u>5,400</u>	<u>—</u>	<u>—</u>
Total Liabilities	<u>420,566</u>	<u>—</u>	<u>86,028</u>
Fund Balances			
Unappropriated current fund	213,734	—	—
Restricted funds	—	659,537	—
Funds functioning as endowments	—	—	435,914
Total Fund Balances	<u>213,734</u>	<u>659,537</u>	<u>435,914</u>
Total Liabilities and Fund Balances	<u>\$634,300</u>	<u>\$659,537</u>	<u>\$521,942</u>

The attached notes are an integral part of this statement.

**Pittsburgh Branch — Pennsylvania Association
for the Blind
Statement of Net Cost
for the Year Ended December 31, 1977**

Gross Total Cost of Functions:

Salaries and wages	\$ 589,667
Other compensation	2,534
Employee benefits and payroll taxes	81,974
Accounting services	13,480
General operating expense	50,643
Building, equipment and rental cost	112,769

Insurance	28,449
Activities supplies and expense	113,931
Materials for resale	521,141
Food service	24,113
Direct assistance	988
Opportunity labor, plus fringes	191,627
Other	<u>770</u>

Total cost	<u>1,732,086</u>
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Less — Income from Functions:

Fees for services	11,515
Food services	30,928
Sale of merchandise	1,028,405
Grants from governmental agencies	30,000
Service to other agencies	159,903
Legacies for current expenses	9,347
Income from other sources (Hartupee, Trusts, etc.)	75,144
Income from agency investments	<u>33,291</u>

Total Income	<u>1,378,533</u>
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Net Cost of Functions	<u>353,553</u>
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Subsidized by:

Special Agency Subsidy (Note 3)	133,553
United Way Subsidy	<u>220,000</u>
	<u>353,553</u>
	<u>\$ —</u>

The attached notes are an integral part of this statement.

**Pittsburgh Branch — Pennsylvania Association
for the Blind
Notes to the Financial Statements
December 31, 1977**

Note 1 — Significant Accounting Policies:

Accounting System — The Association as of July 1, 1973 changed its accounting system to reflect functional accounting for income reporting purposes, and at the same time reclassified assets, liabilities and funds into a more acceptable presentation for a non-profit organization. This has resulted in the establishing of the following fund classifications:

Current General Fund
Current Restricted Fund
Lands Functioning as Endowments
Land, Building and Equipment Fund

Depreciation — No depreciation has been taken on fixed assets since June 30, 1970 in accordance with United Way and National Accreditation Council recommendations.

Inventories — Inventories are valued at cost, on the first-in, first-out (FIFO) method, and do not exceed market.

Note 2 — Pension Plan:

Eligible employees of the Association are participants in the National Health and Welfare Association, Inc. Pension Plan. The Plan is contributory and the total expense to the Association for the year was approximately \$27,800.

Note 3 — Subsequent Event:

On March 27, 1978, the Association borrowed \$150,000 on a demand note with the Pittsburgh National Bank. The interest rate is at prime plus ½%. Proceeds of the loan have been used to subsidize the net cost of the Agency functions in 1977. Repayment will be made from future Agency funds.

To the Board of Directors
Pittsburgh Branch — Pennsylvania
Association for the Blind
Pittsburgh, Pennsylvania

We have examined the General Fund, Restricted Fund and Endowment Fund balance sheets of the Pittsburgh Branch — Pennsylvania Association for the Blind as of December 31, 1977 and the related Statement of Net Cost and the Statement of Changes in Fund Balances for the year then ended. Our examination was made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying Fund Balance Sheets and related Statement of Changes in Fund Balances present fairly the financial position of the Pittsburgh Branch — Pennsylvania Association for the Blind as of December 31, 1977 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles, except that the Land, Building and Equipment Funds have not been included herein.

Lent, Mason & Company

Certified Public Accountants

Pittsburgh, Pennsylvania
April 17, 1978

1977 Contributors to the Building Fund

Alan L. Ackerman
 Allegheny Ludlum Industries, Inc.
 G. L. Allen
 Mrs. M. Alterman
 American Israeli Lighthouse
 Anvil Products, Inc.
 Alma V. Armstrong
 Ethel Ashton
 Avalon Woman's Club
 R. G. Baker
 Alexander Bakos
 Mr. and Mrs. Alan Balsam
 Sadye Baskin
 Mary A. Belancic
 Bell Telephone Company of PA
 Edith Belor
 Claude Worthington Benedum
 Foundation
 Mr. and Mrs. Andrew Blaskovich
 Dorothy F. Block
 Bloom Foundation
 Mr. and Mrs. Robert Bornscheuer
 Myrtle C. Bowman
 Mrs. David Bradley
 Bradshaw and Company
 Margaret Broderick
 Mrs. John V. Brogan
 Mr. and Mrs. Richard Bueskner
 Mary Bush
 Muriel Cahill
 Ernest N. and Cynthia Calhoun
 Foundation
 Mrs. C. William Campbell
 Mrs. Sam Cangey
 Robert Capristo
 Virginia L. Carr
 Audrey B. Champagne
 Eleanor F. Chase
 Lucille B. Chick
 James D. Clark
 Mr. and Mrs. Eugene S. Cohen
 Margaret Cohen
 Louise Cohn
 Mr. and Mrs. P. V. Connolly
 Copperweld Corporation
 Earl M. and Margaret P. Craig
 Charitable Trust
 Mary Croker
 Dr. and Mrs. D. C. Cronauer
 Mrs. Thomas Davis
 Mrs. Frank DeJoy
 Dickens Fellowship of Pittsburgh
 James N. Dill

James R. DiPalma
 Mr. and Mrs. Hugh Donnan
 Angelo Dourlain
 Mrs. J. Gordon Dovel
 Dravo Corporation
 Dresser Foundation, Inc.
 Duquesne Light Company
 Duquesne Slag Products Company
 East Liberty Rotary Club
 Thomas Elias
 Lois N. England
 Alice Enlow
 EPI Architectural Systems
 Equitable Gas Company
 Mr. and Mrs. Bernard J. Erenstein
 Ernst and Ernst
 K. S. Evarts
 Maurice Falk Medical Fund
 Mrs. W. Faulkner
 Mr. and Mrs. David B. Fawcett
 Curtis H. Fensterer
 Catherine B. Ferguson
 Mrs. P. B. Ferguson
 Mrs. Kenneth Field
 J. B. Finley Charitable Trust
 First Federal Savings and Loan
 Association of Pittsburgh
 First United Church of Christ
 R. Fontana
 L. B. Foster Company
 Helen Clay Frick Foundation
 Alice E. Gallagher
 Diana B. Giffin
 Gimbels-Saks Foundation, Inc.
 Joann Giulianelli
 Mrs. Errett M. Grable
 Mr. and Mrs. Paul J. Glasser
 Mrs. E. R. Gnade
 Margaret F. Gnade
 Mr. and Mrs. Mark J. Goldberg
 Marcella C. Goldberg
 Great American Federal Savings and
 Loan Association
 Kathryn L. Green
 Haeck-Crane Company
 Hamburg Bros., Inc.
 Elmer A. Hamburg Foundation
 J. W. Hampsey, M.D.
 Hankey Farms Women's Club
 Mr. and Mrs. Bernard F. Hanna
 Arthur Harbison
 Lillian Hartman
 Annie E. Harvey

Mr. and Mrs. Eugene C. Hauser
 G. Haynes
 Howard Heinz Endowment Fund
 Mrs. Stanton Hertz
 Gladys S. Hicks
 Henry L. Hillman, Jr.
 Mr. and Mrs. C. Hoffman
 Mrs. N. J. Hogleund
 Gwen Hough
 Hunkele Charitable Foundation
 Mrs. Philip T. Hughes
 Milton G. Hulme Charitable Foundation
 C. Edwin Hultman Company
 M. Lillian Hunter
 Mary Ruth Jeffrey
 David B. Jones
 Irene E. Jones
 Junior Women's Club of Rosedale
 Joseph B. Kadane
 Mr. and Mrs. John S. Kane
 Mary Kanya
 Edgar J. Kaufmann Foundation
 Ketchum, MacLeod & Grove, Inc.,
 Foundation
 Kehm Oil Company
 Eleanor P. Kelly
 Thomas W. Kibel
 Josephine H. Kimerer
 Julia C. Kinzer
 R. Komraus
 Koppers Company Foundation
 Mrs. William A. Korb
 Anna Kovel
 K. William Krausse
 Marianne Kremser
 Kresge Foundation
 Frana Lacese
 Madelyn Lawton
 Hanna Lefkovits
 Mrs. Abe I. Levinson
 James and Rachel Levinson
 Foundation
 Hasele Deutsch Levy
 Lions Club of East Liberty
 Lions Club of Elfinwild
 Lions Club of Greater Pittsburgh Airport
 Lions Club of Monroeville
 Lions Club of Perry Highway
 Lions Club of Pittsburgh
 Longvue Women's Club
 H. Russell Loxterman
 M. H. MacGregor
 Mr. and Mrs. Robert MacNamara

Charlotte Maleski
 Lee Marbury
 Mrs. A. Richard Marcus
 Bernard S. Mars
 Frank Marshall
 Mr. and Mrs. Willard H. Mason
 Massaro Corporation
 James H. Matthews and Company
 Educational and Charitable Trust
 Herbert Mazerov
 McBride Sign Company
 Mrs. E. J. McCallum
 Mr. and Mrs. John R. McClain
 Margaret C. McConaughy
 J. S. McCormick Company Charitable
 Trust
 Charles L. McCune Charitable Trust
 Helen H. McFarland
 McKinney Drilling Company
 Mr. and Mrs. Stuart E. McMurray
 Mrs. R. L. McNamara
 Dr. and Mrs. William J. McVay
 Richard King Mellon Foundation
 Mellon Bank, N.A.
 Anna and Constance Merendino
 Mesta Machine Company
 Midland Ross Foundation
 Mr. and Mrs. Milan
 William H. Miller Foundation, Inc.
 Mine Safety Appliances Company
 Deborah Mitchell
 Winifred Moffat
 Mr. and Mrs. Carl Molin
 G. C. Murphy Company Foundation
 Mr. and Mrs. S. A. Myers
 Nadine Corporation
 M. Princeton Nadler, M.D.
 Gene Narchus
 National Steel Corporation
 Nicholson Pile Company
 Mr. and Mrs. David A. Nims
 North Hills Women's Bowling League
 Kathleen S. Norton
 Oakland Rotary Club
 Grace Opipare
 Charles P. Orr
 Anna Osterritter
 Gladys Moon Parish
 Mr. and Mrs. Andrew R. Park
 T. D. Patrinos
 Peoples Natural Gas Company
 Emmett Pepe
 Mrs. J. T. Perry

Mrs. Leo Pfisterer
 Mr. and Mrs. J. Pisano
 Pittsburgh National Bank
 Mrs. George Posner
 Dr. and Mrs. William J. Power
 Mrs. W. R. Powers
 Mrs. Charles Prizmante
 Mr. and Mrs. T. A. Purvis
 Ellen Rakoski
 Charles O. Rall
 Mrs. Sol Rattner
 Retail Merchants Association
 Mrs. Max Rice
 Donald and Sylvia Robinson Family
 Foundation
 Remmel Foundation
 Rockwell International
 William C. and Mary L. Robinson Fund
 Julian Ruslander
 Marie L. Russell
 Mr. and Mrs. Cliff Sands
 Mr. and Mrs. W. H. Satterfield
 Grace Schmidt
 John P. Schmidt
 Mr. and Mrs. Karl Schmidt
 Helen Lillian Schon
 Mrs. R. Schwirian
 Mrs. Horace C. Scott
 Lee G. Seethaler
 Mr. and Mrs. James J. Sehn
 Robert W. Semenow
 Mrs. Herbert G. Sheinberg
 Shields Rubber Corporation
 Signal Finance Foundation
 Ronald P. Simpson
 Dr. and Mrs. Isaac Sissman
 Edythe Skillen
 Mrs. Glee Smith
 Robert L. Smith, Jr.
 Arabelle Somerville
 Anna Sopira
 Mrs. A. C. Speyer, Sr.
 Star Electric Company
 Steelmet, Inc.
 Mrs. A. T. Strauch
 Mr. and Mrs. Paul Stuck
 Charles A. Styer
 Supreme Castle Star and Calvary
 Mr. and Mrs. W. C. Swinghamer
 Blanche S. Szatkowski
 Mr. and Mrs. George H. Thompson
 Rose Tiscione
 Mr. and Mrs. Harry R. Trabert

Mr. and Mrs. Robert Troy
 Troy Hill Federal Savings & Loan
 Association
 Margaret P. Tydings
 Gladys Tyree
 Union Electric Steel Corporation
 United States Steel Corporation
 Foundation
 United Auto Workers, Local 1020
 Louis L. Vayda
 Victory Primitive Methodist Sunday
 School
 Agnes M. Voelker
 Kathryn Wainwright
 Hilda Wallin
 Mr. and Mrs. John C. Warrick
 Mr. and Mrs. H. L. Washington
 Mr. and Mrs. Edward Watson
 Raymond John Wean Foundation
 Mrs. Cyril Wells
 Westinghouse Electric Corporation —
 Department of Human Resources
 Wheelabrator Frye, Inc.
 Ethel Williams
 Mrs. Leroy Williams
 Mr. and Mrs. David N. Wise
 Mr. and Mrs. William Witte
 Jerome Wolk, Jr.
 Women's Auxiliary to PBA
 Women's Civic Club of Brookline
 Women's Club of North Boros
 Women's Club of Wilksburg
 Raymond Woods
 Mr. and Mrs. Joseph Wright
 Mr. and Mrs. Paul Wyzenbeek
 Rev. Joseph A. Young
 Mrs. J. Alex Zehner
 Laura Bell Zischkau

Memorial Gifts and Tributes

Pittsburgh Blind Association receives frequent inquiries from persons wishing to honor relatives, friends or business associates with a memorial gift in lieu of floral offering. For this reason, a memorial gifts program has been established which honors the deceased and, at the same time, benefits the entire community by providing assistance to blind and/or visually handicapped persons.

Upon the receipt of a memorial gift, the Association promptly notifies the family, noting the name of the person memorialized and the name of the donor.

Tributes received in honor of special occasions — birthdays, anniversaries, recovery from illness and other happy events — are acknowledged in similar fashion.

The amount of the gift, in either case, is not disclosed. All gifts to the Pittsburgh Blind Association are tax deductible.

Bequest Forms

For those wishing to make bequests of unrestricted gifts to Pittsburgh Blind Association, the following form is suggested:

"I give and/or bequeath the sum of \$_____ to Pittsburgh Blind Association to be applied to its corporate purposes.

The following form is suggested if the gift or bequest is to be made to a specific area of activity:

"I give and/or bequeath the sum of \$_____ to Pittsburgh Blind Association to be applied to (insert area of interest or activity) in the manner deemed most suitable by the officers of Pittsburgh Blind Association.

1977 Tributes

Mrs. Stanley W. Arnheim
Mr. and Mrs. Ed Belle
Dr. and Mrs. Harold M. Cohen
Mrs. C. A. Eisner
Mrs. Sam Glick
Mr. and Mrs. Charles J. Goldberg
Marcella C. Goldberg
Alice P. Halfen
Mrs. S. K. Haskell
Mrs. Stanley Hohenstein
Gertrude Klein
Eva R. Krieger
Mr. and Mrs. Macy Leuin
Mrs. Louis F. Marks
Mrs. James W. McKay
Anita F. Morganstern
Dr. and Mrs. Isaac Sissman

1977 Bequests

Albert Burstin (income)
Sara Cohen
Louise Colteryahn (income)
Stanley E. Crawford
Margaret Curry
Erwin J. Hainisch
Ethel Kay and Ida Wasser (income)
Ruth A. Nichols
Margaretta H. Reitzel
S. Leo Ruslander
Mathilda F. Schmidt
Nelda C. Schran

1977 Memorials

Mr. and Mrs. Sanford Aderson
Agudath Achim Congregation
Roger S. Ahlbrandt
Mr. and Mrs. Albert Allen
Mr. and Mrs. H. G. Allyn, Jr.
Mrs. Edwin A. Alpern
J. S. Anderson
Mr. and Mrs. David F. Banks
Mrs. Joseph C. Barber
Nancy P. Barry
George Baughman
Dr. and Mrs. Chester Beall
Mary Louise Beals
Mr. and Mrs. W. W. Bennett
Marion E. Berg
Mrs. Stephen Berger
Mr. and Mrs. Sidney Bergman
Mr. and Mrs. Allen H. Berkman
Mr. and Mrs. John Bingler
Mr. and Mrs. Irwin Blasi
Mr. and Mrs. Bernard L. Bloch
Mr. and Mrs. Max Bluestone
Mr. and Mrs. Harry Blumenthal, Jr.
Mrs. Aneurin Bodycombe
Mr. and Mrs. R. L. Bozurich
Dr. and Mrs. James C. Bress
Dr. and Mrs. Edward A. Brethauer, Jr.
Mr. and Mrs. Gilbert Broff
Mrs. Henry N. Bronk
Mrs. Herman M. Buck
Mr. and Mrs. Russell P. Bullinger
Carl Bumer
Mrs. David J. Camilli
Mr. and Mrs. R. M. Campbell
Mr. and Mrs. Charles Carpenter
Mr. and Mrs. George Chervenak
Mrs. I. A. Cohen
Dr. and Mrs. Harold M. Cohen
Mr. and Mrs. Theodore Cohen
Mr. and Mrs. Marvin Colen
Mr. and Mrs. B. M. Colker
Mr. and Mrs. Maurice Colker
Mrs. Earl C. Couch
Mr. and Mrs. James W. Crookston
Dr. and Mrs. Charles Cuden
Mr. and Mrs. G. B. Cushing
Mr. and Mrs. G. S. Daugherty, Jr.
Mr. and Mrs. Edgar Davidson
Mrs. B. W. Dickey
Dr. and Mrs. Sterrett E. Dietrich
Anthony DiLeo
Mr. and Mrs. Carl W. Dorow
Mr. and Mrs. Michael Doyle

Mrs. James H. Elkus
Elroy Avenue School teachers
Department of Ophthalmology of Eye
and Ear Hospital
Mrs. Donald E. Farr
Irene Fee
Mr. and Mrs. Thomas Fichera
Mr. and Mrs. Milton Fine
Dr. and Mrs. Wilfred Finegold
Mr. and Mrs. A. A. Fingold
Mr. and Mrs. Benjamin Fisher
Marilyn J. Fitzsimmons
Mr. and Mrs. Charles Flavin
Mr. and Mrs. Jay L. Foster
R. R. Frame
Mr. and Mrs. James Frank
Laura Fruchs
Mr. and Mrs. Everett Gallendar
Mr. and Mrs. Robert Gelman
Joseph S. Glick
Mrs. Sam Glick
Mr. and Mrs. Steve Glickman
Margaret F. Gnade
Marcella C. Goldberg
Mr. and Mrs. Morris Golden
Dr. and Mrs. Irving Goldman
Mr. and Mrs. Harold Goldstein
Mr. and Mrs. Herman Golomb
Juliette Grauer
Greentree Civic Club
Mr. and Mrs. Harold L. Gregg
Mr. and Mrs. Leonard Gross
Gulf Research and Development
Company
Gurrentz International Corporation
Mrs. George Purdy Haas
Mr. and Mrs. Irving Half
Lester Hamburg
Irene Harris
Edith Burrell Harrison
Harrison and Milledge Families
Rose and Esther Hartz
Ruth Hartz
Annie E. Harvey
Mr. and Mrs. Edward N. Haskell
Mr. and Mrs. John Haskell
Mr. and Mrs. S. K. Haskell
Mr. and Mrs. Howard Hershman
Jean E. Hoffman
Joseph A. Hogan
Mrs. Stanley Hohenstein
Mr. and Mrs. James Hoke
Edwin Howar

1977 Memorials

Mr. and Mrs. Dennis J. Huber
 Agnes K. Huesken
 Roy A. Hunt, Jr.
 Mr. and Mrs. Aaron Jaffe
 Dr. and Mrs. Harris Johnson III
 William G. Johnston Company employees
 Johnson and Higgins of PA
 Mr. and Mrs. Jerome Josephs
 Mr. and Mrs. Donald Kalish
 Mr. and Mrs. Alfred Katz
 Mrs. Daniel A. Kaufman
 Fay Evans Kelley
 Mr. and Mrs. Robert Kelley
 Dr. and Mrs. John Kennell
 Mr. and Mrs. Arthur Kerr
 Mr. and Mrs. Carlton Ketchum
 Phyllis P. Kindler
 Mr. and Mrs. Arthur Kirk
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